



## WORLD BRIEFS

The official said that administration optimism about the passage of the bill, which Mr. Reagan has called a top priority, was increased by the support among members of the Senate Finance Committee at a committee retreat last week.

He conceded that "nearly 85 of the 100 senators would like to

<p><b>WORLDWIDE ENTERTAINMENT</b></p> <p><b>SOIRÉE CUNNINGHAM/NOUREEV</b></p> <p><b>AVEC LES ÉTOILES ET LE BALLET DE L'OPÉRA</b></p> <p><b>31 JANVIER - 1, 3, 4, 6 ET 8 FÉVRIER</b></p> <p><b>RENSEIGNEMENTS : 47.42.57.50</b></p>	<p>10 years helping his father, Gutuz Booghan, chase and blast the faces of love presidents into Mount Rushmore. Monday after a long illness or Corpus Christi, Texas.</p> <p>as medical authorities attacked Scientology's therapeutic claims and governments refused its efforts to gain the special protections due Western societies accord religions.</p>
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That sum, he said, would have to be taken from new provisions introduced in the tax revision legislation passed by the House last December that could broaden the tax base and make it more equitable.

Officially, he said the administration still opposes any new tax, but he added that "the political climate is so much confront the president with a tax as the price of passage."

The official said that administration optimism about Senate passage of the bill, which Mr. Reagan has called a "tax reform package," increased by discussion among members of the Senate Finance Committee at a committee retreat last week.

He conceded that "even as



d of Passing Data to U.S.

An Indian businessman and trade representative arrived on expedition charges to Washington to pass sensitive information to U.S. officials.

armament Talks Open

The Conference on Disarmament in Geneva is set to begin talks on the second phase of nuclear weapons talks in an effort to persuade the Soviet Union to reduce East-West nuclear armaments.

Said to Suffer Losses

A P.A. - Source of Soviet losses in the war against the Japanese, according to a Western diplomatic source, guerrillas suffered heavy losses in the city of Afghanistan.

at Meet Again for Talk

King he chair, the United Nations Conference on Disarmament in Geneva.

rs at Camps Near Beirut

use fighting forces in Lebanon who are fighting against the Syrian army.

Iby Sri Lanka Escalate

The Indian government has said it is sending troops to Sri Lanka to help the government forces.

Short Takes

A.W. Chaves is to step down June 30 as president of the World Bank, and there has been much talk about when President Ronald Reagan will name a successor.

Canadian Report Says Bomb Caused Air-India Crash

NEW DELHI (AP) - Evidence indicates that a bomb exploded in the forward cargo compartment of an Air-India jumbo jet last year, causing it to crash into the Atlantic near Ireland, according to a Canadian government report made public Tuesday.

Expects Sent or New Taxation

The U.S. government is expected to announce new taxation on foreign income.

America's Homeless: Learning the Hard Way to Live an 'Invisible Life' on Lonely Street

By Wayne King  
New York Times Service

WASHINGTON - For several months now long ago, Ronald Reagan's closest adviser was Earl Douglas Edwards Jr. Mr. Reagan slept inside the White House. Mr. Edwards slept on the sidewalk out front.

"I laid in front of that White House for eight months," said Mr. Edwards. "I was subliminally attacked that entire time."

Talking with Mr. Edwards can be difficult. The words are properly enunciated, the sentences are grammatical, the vocabulary glittering with erudition. But it often seems as if Mr. Edwards is an actor, and that someone has stuffed the words into his mouth.

Like other major American cities, Washington has thousands of the homeless - 5,000 to 10,000 at any given time - according to the estimate of Mitch Snyder, who runs a shelter for them in the capital.

Some sleep on steam vents amid the cold pipes in the city's subways. Others sleep in the city's parks, giving a stark visibility to their plight. But mostly they are invisible. They are the "invisible" of the city.

Not everyone agrees with the findings, to be sure. Joe J. Deaver, the president of the American Medical Association, has criticized the commission's findings, which usually put AMC near the bottom of the list.

secretary, John R. Petty, chairman of the Marine Midland Bank in New York and also a Treasury veteran, and Richard A. Deane, president of Morgan Stanley International and a former deputy chief of the Federal Reserve Bank of New York.

A report by New York's Metropolitan Transportation Authority says that of 101 subway station emergency exits it inspected, nearly all had problems.

The Washington Post lists the best films of 1985, according to a consensus of 72 U.S. film critics. At the top: "The Untouchables," "Prizzi's Honor," "The Purple Rose of Cairo," "Witness," "A Christmas Story," "The Untouchables," "Prizzi's Honor," "The Purple Rose of Cairo," "Witness," "A Christmas Story."

WHAT'S HAPPENING ON THE MIDDLE EAST STAGE  
SHERIDAN MURPHY  
WEDNESDAY  
THE PAPER'S A LITTLE SECTION



Homeless people, part of Washington's estimated 5,000 to 10,000, at a camp on 18th Street.

if you were a light-skinned black. You tried to pass, pass for white. It's the same thing if you're homeless. You've got to pass. You don't want them to know, otherwise they'll take people down. You're sitting on, run out of the library where you went to get out of the cold.

Mr. Snyder recalls a Mr. Zlotko, a Hungarian refugee, paragon - "a lot, a lot are mental cases that have been dumped" - a man of erect carriage and dog-eared elegance who survived because he seemed not to hit out of place standing for hours in front of a painting

at the National Gallery when it was snowing outside. To preserve the pose, he slept sitting up. "He learned to sleep that way, sitting up, so he wouldn't get wrinkled," Mr. Snyder said. "He'd sleep near a dumpster behind a hotel - I won't mention the hotel and he was near an exhaust fan that blew out heat in the winter so he wouldn't freeze."

Mr. Reagan's decision to meet in Geneva with Mikhail S. Gorbachev, the Soviet leader, and the outcome of that meeting in late November appear to have had a considerable impact on Americans' view of Eastern relations.

Just before the summit meeting, only 37 percent of respondents said they thought it would eventually produce "real arms control agreements." Now, even after the summit, only 42 percent of those questioned expressed optimism that the ongoing process will ultimately succeed.

Mr. Reagan's popularity extends across most segments of U.S. society. He has the approval of more than half of the public in all age groups, in all regions, in cities, towns, suburbs and urban areas, of all religious groups, of both sexes, of all levels of education, and of all shades of political philosophy, conservative, moderate and liberal.

Only in a few groups has he failed to persuade a clear majority that he is doing a good job. Forty-eight percent of the country's poorest people, defined here as those with family income below \$12,000 a year, give him their approval, with 37 percent voting disapproval. Likewise, slightly less than half of Democratic and Democratic-leaning independents approve of Mr. Reagan's performance.

Among blacks, 49 percent disapproval of the president's handling of his job and 37 percent approved.

discourage scavenging. And one eye is always on a vengeful guard or owner.

"One guy ordered some of us away from a dumpster with a gun," Mr. Snyder said. "He said, 'That's my garbage you're stealing!'"

Even for those who get enough to eat in soup kitchens, by scavenging or by working a few hours with a broom - the day goes slowly. One street dweller spent nine months of the year in the Library of Congress waiting every title of every book ever written; the remaining three months he considered it his job to travel every road in America.

"He was a sort of idiot savant," Mr. Snyder said. "You could give him a date and he could tell you what happened on that day a thousand years ago. He's been on the street 12 to 15 years."

According to Mr. Snyder, a very small percentage of the homeless spend their days as Mr. Edwards does: panhandling. He stands, like a wooden Indian, all but motionless, in front of a fast-food store, arm rigid and palm extended, until someone, out of guilt or compassion or perhaps a feeling of menace, presses a coin or a bill into it.

With the matter of food thus resolved, it is then a matter of keeping warm. That is no problem in warm weather; in winter it is a matter of life or death. Sleeping on a steam grate will kill you. Step off for an hour, and the steam that has permeated your clothing turns to acid. And those who die?

"You've got to keep dry," Mr. Snyder said. "You sneeze, you get a cold; you get a cold, you get pneumonia; you get pneumonia, you die."

As frightening as frostbite. At one point, Mr. Snyder said, a 17-bed medical clinic that is part of his shelter for the homeless was entirely filled with amputees. And a half-dozen more were waiting for beds.

"You have to have a piece of plastic, old cloth, something to keep you dry," he explained. "If you get sick, you get emergency help, then go back on the street. Or you stay sick. Or you get better. Or you die."

"The county keeps you for 30 days for somebody to claim the body," Mr. Snyder said. "If no body claims the body, you're cremated. We've got the ashes of 10 people at the shelter now. We've got three more on the way."

PIAGET  
Aldebert  
PARIS: 16, place Vendôme. 1, bd de la Madeleine.  
70, St-Hippolyte. Palais des Congrès, Porte Maillot.  
CANNES: 19, La Croisette

Reagan Still Very Popular, Poll Shows

By R.W. Apple Jr.  
New York Times Service

NEW YORK - President Ronald Reagan, five years after taking office, remains extremely popular with the American public, according to a new poll.

Sixty-five percent of the 1,581 people interviewed said that they approved of the way Mr. Reagan was handling his job.

No president in the last half-century has demonstrated quite that much staying power, at comparable stages of their incumbencies, Dwight D. Eisenhower had 60 percent of the electorate with him and Franklin D. Roosevelt had about the same.

According to the telephone poll, carried out Jan. 19 through 23, 39 percent of those surveyed think most Americans are politically more conservative than they were five years ago.

But 23 percent think most Americans are more liberal, and on a range of ideological questions first asked about five years ago, no clear swing to the right has developed.

The economy remains a major preoccupation of the public, and a major source of Mr. Reagan's strength.

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## As a Base, Gold Is Just A Gimmick

## Good and Bad Oil News

For Mexico, Indonesia and especially Nigeria, a falling price of oil has a direct and immediate effect on the standard of living. Those countries are entitled to help, the most useful kinds of which will be delivered through the World Bank and the International Monetary Fund. Will the Bank and the IMF have the resources to carry out their jobs? That depends on the rich countries, led by the United States. With a lower price of oil, they can afford to help Americans and Europeans as entitled to rejoice at the prospect of more jobs and higher incomes, but not at the cost of fewer jobs and deeper poverty in countries that lie closer to the Equator.

— THE WASHINGTON POST.

into an empty pool. This may create a temporary sensation but will leave you stunned and incapable of further action. You must establish in advance at least the minimal conditions required for productive work. Don't rely too much on the kindness of others. Jealousy, prejudice or vanity is more effective. Don't ask people you are dealing with to commit suicide. To provide a graceful way out of a difficult situation is a sign of strength. Remember that for any success you may get, people in trouble need credit much more than you do . . .

In the same plainspoken spirit, Mr. Urquiza, president of the United States, Mexico and the United States may yet find it in their interest to join in peacekeeping operations that can contain local conflicts. As he has said, "The United States and Mexico should not see the lion sometimes lie down with the lion, instead of terrifying all the lambs by their mutual hostility?" Perhaps at a Ford scholar-in-residence he will find out.

—JANE NEW YORK TIMES

ould let Washington replace rather than simply copy Pretoria as a Simbiist outpost in 10 or 20 years the figures being discussed by the American press.

Freedom-fighter imagery flows easily from those who see Mr. Simbi as the single right-hand man to power in Angola. Unfortunately, the same imagery flows from those who are making the case for trying to bring him into a political compromise. But there is a case.

Angola is a country that has been bleeding — it lumps but lives — to bring peace to Angola, independence to Namibia and border security to South Africa. The country is running this negotiation; despite everything, only the United States has the access to all parties to keep it running. If, however, Washington were to drop the case, the result would be Angola's civil war and instead just as a military patron of one side, then forget about the possibility of any peace. The only way to help settle southern Africa down.

The outcome is far from certain. The administration's strategy is to keep the case alive as a appetite for political compromise by eliminating the possibility of aiding Mr. Simbi's later-day military rise. The administration's policy cannot be the Simbi's alternative. The countries due a visitor should not be allowed to distract from that central consideration.

THE WASHINGTON POST  
JANUARY 27, 1987

Japan has been running an annual surplus of some \$15 billion with the EC since 1981. Exporters have been maintaining a sort of voluntary restraint on 10 major items, including automobiles and color television sets. However, the situation obviously requires that Japan step up efforts to expand imports, not exports. The Senate Commerce Committee would be out of the question. But the establishment of a long-range guideline to which both the public and private sectors will step up their efforts to expand imports from the EC should not be ruled out.

**1936: Murderer Loeb Slain in Prison**  
JOLIET, Illinois — Richard Loeb, sentenced to life imprisonment with Nathan F. Spector for the 1934 murder of 14-year-old Mary Phagan, was shot to death by a guard here, Frank J. Murphy, after one of the most sensational trials in American court history, was murdered [on Jan. 28] by fellow convicts in the Illinois State prison here. He was cornered in an arm of the prison by other long-termers who attacked him with knives and fatally wounded him. The reason for the attack is unknown. Leopold, Loeb's partner in the thrill murder in 1934, has been in the prison library since 1936. Both Leopold and Loeb were the sons of multi-millionaires. Clarence Darrow, who defended them, had called in several alien-

# Wide Area Focus

[illegible]

The writer is associate professor of writing at the Massachusetts Institute of Technology and author of "The Tragedy of Zionism." He contributed this comment to The New York Times.

than this current metaphysical "me-me-me" madness. If all aspire to be gods, who's going to do the work? Hopefully, we are not facing the "Twilight of the UN," but rather gods cavort, ungodly chaos follows.

JEAN AFTER  
Baden-Baden, West Germany.

**Danger, Experts at Work**

Congratulations to James Ripley for his series of reports on Afghanistan (Jan. 14 to 16). He recalls that in

FRIDMORG, SWITZERLAND.

**Don't Blame the British**

The cartoon (Jan. 20) depicting the British as cowards is offensive and without foundation in historical fact. To imply that America is the only country prepared to fight terrorists is also inaccurate. We in the United Kingdom have been fighting IRA terrorists for decades, often with all too little American co-operation.

DEREK DE MARTIN-  
Vice, England.

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**DEREK M. MARTIN.**  
*York, England.*











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**Schroder Gartmore Venture Managers Limited**

Investment Adviser to the Manager

**Schroder PTV Partners KK**  
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WEDNESDAY, JANUARY 29, 1986

## INTERNATIONAL MANAGER

## Seeking a Top Position? First, Pull Up Your Socks!

By SHERRY BUCHANAN

PARIS — The most possible candidate a headhunter can propose for a top executive position is a headhunter. That is one profile that emerges from putting together haphazardly some employers' prejudices and quips.

Employers' personal prejudices, according to headhunters in Europe, can sometimes cost otherwise well-qualified executives a top position. Headhunters say they do not usually let anyone know they did not get the job if they were rejected on the basis of sex, race, age, sexual preference or other more bizarre criteria.

"I am paid by the company, and my loyalty is to my client," said a Paris-based headhunter.

Telling the candidate is not only embarrassing; it might leave the company open to a lawsuit.

One French chief executive refused to hire a candidate because he was a redhead and had a beard. The reason he gave was that redheads can't be trusted and people with beards have complexes.

Another French chief executive has a fetish about ears and will only hire a candidate with the right ear shape.

One European multinational controlled by a Roman Catholic family has put out the word with headhunters in West Germany that it would not hire Catholics.

Pull your socks up: Several candidates in Paris did not get top jobs because they wore crocheted socks or white socks.

The two groups most discriminated against for top executive positions, according to headhunters, are candidates over 50 and women.

"Candidates over 50 complain headhunters don't solicit them because they are too old," said Marc Lamy, a vice president of Korn Ferry International, the French subsidiary of the U.S. search firm. "Headhunters say they don't because it is much more difficult to get somebody of that age to switch jobs."

According to Berardson International S.A.R.L., an executive-search firm, only one company accepted a candidate over 50 out of 20 searches last year for which the firm proposed older candidates.

"Over 50 is the end of the world, it is a psychological cut-off point," said Paul Haskett, a partner of Berardson in Paris. "The prejudice is that after 50, candidates don't have the same dynamism and punch. But that's incorrect because there are people at 50 who are little old people and candidates at 60 who are terrific."

Korn Ferry's Frankfurt office estimates that in 80 percent of the searches in which the headhunting firm proposes candidates over 50, the candidates are turned down because of their age.

The only move that many aging executives can hope to make, according to Korn Ferry in Paris, is from a number two position to a number one slot.

Women do not fare much better, especially in top jobs. Out of 45 searches done by Berardson in Paris in 1985, 40 clients said they would not accept a woman candidate at the outset of the search. Berardson specializes in jobs where the salary is more than 400,000 francs (about \$50,000) a year.

One problem is that there are very few women available at the top.

(Continued on Page 13, Col. 5)

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## Exxon Net Up 26.4% In Period

## Chevron Posted 38% Increase

The Associated Press

Exxon Corp., the world's largest company, said Tuesday that its refining and retail operations rebounded strongly in the fourth quarter to spur a 26.4-percent increase in profit over the 1984 quarter. For the full year, however, earnings dropped 11.9 percent.

Meanwhile, Chevron Corp., the No. 4 U.S. oil company, reported a 38-percent rise in fourth-quarter earnings and a 10-percent gain for the year.

Exxon said it netted \$1.805 billion, or \$2.4 a share, in the last three months of 1985, compared with \$1.428 billion, or \$1.81 a share, in the last three months of 1984. Revenues edged up to \$24.680 billion from \$24.557 billion.

Exxon 1985 profit was \$4.870 billion, or \$6.46 a share, down from \$5.528 billion, or \$6.77 a share, in 1984. Revenues rose to \$93.211 billion from \$97.288 billion. Page 11.

Chevron said its after-tax profit in the last three months of 1985 was \$601 million, or \$1.75 a share, compared with \$434 million, or \$1.26, in the comparable 1984 quarter. Sales dropped to \$10.7 billion from \$13.3 billion.

For all of 1985, the company said it earned \$1.547 billion, or \$4.52 a share, compared with \$1.534, or \$4.48 a share, in 1984. Revenues dipped to \$45.3 billion from \$47.4 billion.

Chevron's 1985 revenues include results of Gulf Corp., while the 1984 figures include Gulf revenues only after May 1, when the two companies merged.

The decrease in quarterly and yearly revenues resulted mainly from sales of certain assets during 1985, including Gulf Canada and Gulf's southeast U.S. refining and marketing operations, company officials said.

In a prepared statement, Exxon's chairman, Clifton C. Gurney Jr., called the company's strong fourth-quarter showing "a gratifying turnaround from the depressed market condition of last year's fourth quarter."

He attributed the improvement to stepped-up demand, which increased profit margins. He said worldwide refining and marketing operations recorded one of the best quarters in years because the European market posted a profit after suffering losses in the depressed fourth quarter of 1984.

Chevron's chairman, George M. Keller, called 1985 "a difficult year" but said a high note was the company's ability to reduce its debt by \$6.1 billion, including \$1.5 billion in the fourth quarter.

Asked in Parliament whether Britain planned to discuss cooperation with OPEC in managing prices, she said, "No, I do not think so. The U.K. maintains the freest oil provision in the world, subject only to technical limits. Decisions on production levels are entirely in the hands of the production companies, and there has been no change" in that policy.

Meanwhile, Sir Peter Walters, chairman of British Petroleum Co., said at a lunch for journalists that OPEC is likely to fail in its aim to set a "coordinated" price outside OPEC into restraining output.

Sir Peter also said that he expected oil prices to level off and that he said this spring before turning off again in the summer. But Sir Peter said he had never known

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## The Status of Leading Wall Street Firms

## Privately Held Firms

Leading privately held investment banking firms ranked by amount of capital, in millions of dollars as of December 1984.

Goldman, Sachs	\$659
Drexel Burnham Lambert	561
Stephens Inc.	320
Kidder, Peabody	243
Smith Barney	207
Spear, Leeds & Kellogg	205
Aiken & Co.	150
Allen & Co.	119
Neuberger & Berman	106
Dillon, Read	66
Brown Brothers Harriman	62
Lazard Freres & Co.	30

## Acquired or Publicly Held Firms

Leading investment banking firms that have been acquired or gone public since 1981.

Prudential-Bache Securities	March '81
Shearson Lehman Brothers	June '81
Dean Witter Reynolds	Dec. '81
Salomon Brothers	March '82
Rooney, Pace Group	Oct. '82
Jefferies Group	Oct. '83
L. F. Rothschild	Sept. '83
Bea, Stearns	Oct. '85
Alex. Brown & Sons	Jan. '86
Morgan Stanley	Jan. '86

\*Acquired †Went public  
Source: Lazard Freres & Co.

## Why Wall Street Firms Go Public

By Leslie Wayne

New York Times Service

NEW YORK — Within the past few months, private investment banks with Wall Street have been falling like dominoes.

Such venerable firms as Bear, Stearns & Co., Alex. Brown & Sons and L.F. Rothschild, Untermyer, Towsen have decided to switch from private to public hands.

Last week Morgan Stanley & Co., one of Wall Street's most prestigious firms, announced that it, too, would become a publicly traded company, ending its 51-year history as a private banking house.

Morgan Stanley's decision took on heightened importance, largely because the firm had for so long symbolized the old guard of Wall Street's private investment banks.

"The Morgan Stanley announcement is a watershed event in the history of Wall Street," said Samuel L. Hayes III, investment banking professor at the Harvard Business School. "It confirms that the traditional private partnership structure of investment banking that has been the dominant form of organization is now obsolete."

Some analysts are now wondering how long it will be before the few remaining private houses, including Goldman, Sachs & Co. and Lazard Freres & Co., make a similar switch, even though none of the firms has given any indication of doing so.

Morgan Stanley's decision and the others like it are the result of many changes that have come together: The advent of negotiable, rather than fixed, brokerage commissions a decade ago; the growth of their capital markets around the globe; and the proliferation of new financial instruments, such as Eurobonds, mortgage-backed securities and options and financial futures contracts.

These changes have helped to reshape Wall Street into a world of bigger firms, with enormous amounts of capital that enable them to compete on all fronts simultaneously. Capital is required not only for trading and other transactions, it is also needed to pay for the technological hardware and the high-priced personnel to support these burgeoning operations, particularly if a firm aspires to a position of leadership.

"It's hard to be No. 1 or No. 2 in the world in the underwriting field for stocks and bonds without a large capital base," said John R. Gutfreund, chairman of Salomon Brothers, which went public in 1981. (Continued on Page 13, Col. 2)

## Thatcher Reiterates Refusal to Curb Oil Output

International Herald Tribune

LONDON — Prime Minister Margaret Thatcher reiterated Tuesday that her government did not plan to restrict North Sea oil output despite demands from European countries for help in supporting prices.

Asked in Parliament whether Britain planned to discuss cooperation with OPEC in managing prices, she said, "No, I do not think so. The U.K. maintains the freest oil provision in the world, subject only to technical limits. Decisions on production levels are entirely in the hands of the production companies, and there has been no change" in that policy.

Meanwhile, Sir Peter Walters, chairman of British Petroleum Co., said at a lunch for journalists that OPEC is likely to fail in its aim to set a "coordinated" price outside OPEC into restraining output.

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## Pöhl Reported To See Strong Economy in '86

Reuters

BONN — The Bundesbank president, Karl Otto Pöhl, expects the West German economy to grow by 3.5 percent more this year after a provisional 2.5 percent last year, government sources said Tuesday.

Mr. Pöhl made his forecast at a meeting Monday of the government's "economic cabinet" at which Bonn's official economic report for 1986 was approved.

However, the report, due to be published on Thursday, projects likely growth at only 3 percent, in line with the government's own council of economic advisers.

Separately, the Federal Statistics Office reported Tuesday that West Germany had a record surplus of 38.6 billion Deutsche marks on its current account in 1985, more than twice 1984's surplus of 17.8 billion DM. The 1985 surplus came in at 1974 at 26.6 billion DM.

The current account includes merchandise and services trade, such as tourism, as well as income from investments and other sources.

The government sources said that Mr. Pöhl, who traditionally belongs to the economic cabinet and Economics Minister Martin Bangemann both described the surplus as "extraordinarily positive."

Mr. Pöhl based his forecast partly on the benefits of falling oil prices, they said. This would bolster overall price stability and, by considerably cutting costs, boost the spending power of businesses and consumers.

The sources also quoted Mr. Pöhl as seeing a small amount of room for interest rates to fall, provided the Deutsche mark remains strong against the dollar and other major currencies.

He also said an improvement in U.S. economic data had reduced risks for the German economy, the sources said. But he warned that a further fall in the dollar and the pound against the mark could pose problems for some sectors of Germany's export industry.

The sources said the government's forecast for 1986 is based on the assumption that the current account surplus will be 38.6 billion DM, or 1.1 percent of GDP.

The improvements were also reflected in the revised November figures. The government had originally put the merchandise-trade deficit for November at 141 million, and the current-account deficit at 229 million.

Meanwhile, the Confederation of British Industry said that the rate of growth of manufacturing output was slowing and British companies were meeting increasingly intense competition in world markets.

Order books were at their lowest levels for two years and export orders had fallen, the group's quarterly survey of industrial trends found.

Capacity utilization had fallen, plant and machinery investment growth had slowed and employment was also lower, the survey said. (APF, Reuters)

## Currency Rates

Cross Rates	U.S. \$	DM	Yen	Swiss	French	Italian	Spanish	Portug.	Belg.	Dutch	Gr.	Irish	U.K.	Scand.	Other
Australia	2.74	1.12	112.00	2.24	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84
Canada	1.32	0.56	56.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
France	6.56	1.00	100.00	2.24	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84
Germany	0.63	1.00	100.00	2.24	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84	1.84
Italy	1.36	0.45	45.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
Japan	1.00	0.37	37.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
Netherlands	1.66	0.60	60.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
Portugal	20.48	7.20	72.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
Spain	166.67	58.33	58.33	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
Sweden	13.76	4.80	48.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
Switzerland	0.87	1.00	100.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
U.K.	1.93	0.68	68.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
U.S.	1.00	0.37	37.00	1.12	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92

Source: Reuters. All rates are for 100 U.S. dollars. All rates are for 1





## Global Marine Seeks Chapter 11 Protection

Global has about 2,500 employees, the vast majority on rigs. Officials said they will continue to work as long as the rigs are under contract.

(AP, Reuters, NYT)

considering bidding for the Louisville newspapers, The Courier-Journal and The Louisville Times, which were put up for sale earlier

**Italmobiliare SpA**, owner of Italy's largest cement company, has sold a 10.39-percent stake in Bastogi-Irbs SpA, a finance company with interests in property and industry, to Società Dell'Acqua Pia Antica Marcia SpA for an undisclosed sum, an Italmobiliare official said.

Officials from both Peru and Costa Rica, for example, reiterated their view at the meeting that debtors' or countries' annual payments of interest and principal should be a fixed percentage of their annual income from exports.

Peru, for example, is offering to pay banks no more than the equivalent of 10 percent of its export earnings. The response to that, said a former prime minister, Manuel Ulloa, was that the severing of the country's short-term lines to finance trade.

The \$300 million-\$400 million in lines that had been extended have been permanently cut, he said. He is also proposing that debt accumulated by previous regimes to buy

**Asian Commodities**

SINGAPORE GOLD FUTURES U.S. \$ per ounce				
Feb	Mar	Apr	May	June
100.10	100.10	100.10	100.10	100.10
Volume	3 lots of 100	N.Y.		
30,720		30,720		30,720

SINGAPORE RUBBER Malaysian cents per kilo				
Feb	Mar	Apr	May	June
185.50	185.50	185.50	185.50	185.50
Volume	3 lots of 100	N.Y.		
19,500	19,500	19,500	19,500	19,500

SINGAPORE RUBBER Singapore cents per kilo				
Feb	Mar	Apr	May	June
157.00	157.00	157.00	157.00	157.00
Volume	3 lots of 100	N.Y.		
15,700	15,700	15,700	15,700	15,700

SINGAPORE RUBBER Malaysian cents per 25 lbs				
Feb	Mar	Apr	May	June
410	410	410	410	410
Volume	3 lots of 100	N.Y.		
410	410	410	410	410

Jan	650	680	670	690
Feb	650	680	670	690
Mar	650	680	670	690
Apr	650	680	670	690
May	650	680	670	690
Jun	650	680	670	690

Volumes: 32 ticks at 25 lots.

Source: *Reuters*.

**\$15** **1MA AND 10Y RENT**

\* Applies only to trades exceeding 250 contracts per calendar month. First 250 contracts \$25 round turn.

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BUSINESS PEOPLE

Mobil Makes Changes In British, Dutch Units

By Brenda Erdmann

International Herald Tribune

LONDON — Mobil Oil Corp. has announced changes in the top management of its British and Dutch units.

At Mobil Oil Co., the British marketing and refining affiliate, Alan E.M. Britten and Colin C. Murdoch have been appointed to the board, effective Feb. 1. Mr. Britten will serve as marketing director and Mr. Murdoch as manufacturing director.

Mr. Britten moves to London from Rotterdam, where he currently serves as president of Mobil Oil B.V., a post in which he will be succeeded by Neville A. Doudney. Mr. Doudney is manager of supply for Mobil Oil Southern Africa Ltd. in Cape Town.

As manufacturing director, Mr. Murdoch succeeds R.R. Baker, who will be taking up a position with Mobil Oil Australia in Melbourne. Mr. Murdoch comes to his London posting after a year with Mobil Refinery Co. Southern Africa Ltd. in Cape Town.

Finance Credit Suisse First Boston said Michael von Clemm, chairman of Credit Suisse First Boston Ltd., the London merchant bank, and a member of the group executive board, will resign "in order to direct more time to his outside interests and be free to pursue other opportunities." John M. Henderson, president of group chief executive officer of FCB, will assume the additional title of chairman.

Insulte Mario S. Paulo di Torino said Mario Mauro, who is general manager of its London branch and executive vice president for Europe, is returning to the head office in Turin as head of the finance and treasury department. Ernesto Rovati, who was joint chief manager in London, succeeds Mr. Mauro as chief manager.

Herbert Brothers Co. has named Brian Spill to the new post of regional director, Middle East and South Asia. The Troy, Ohio-based maker of welding equipment and consumables said the post was created to expand its sales in the Middle East and the Indian subcontinent.

Reckitt & Colman PLC, the British food, toiletries and pharmaceuticals group, has named Brian Bentley as general manager for Spain, based in Bilbao. He will succeed C.C.C. Brown, who, as previously reported, is being transferred to Reckitt & Colman's London head office to take over from I.G. Dobbin as regional director for Europe. Mr. Bentley currently is marketing director of the company's U.K. household and toiletry division, a post in which he will be succeeded by N.S. Garrow. Mr. Garrow will transfer from Australia, where he is marketing director of Samuel Taylor.

Step-Danier-Puch, Austria's troubled motor, engineering and arms group, has named Rudolf Streicher director-general, succeeding Michael Mader, who announced last month that he would not seek reappointment when his contract ends in June. Mr. Streicher is director-general of Austria Metall, the state-owned metallurgical company.

Wendler & Schickel Group PLC, the British engineering concern, said its chairman for the past 18 years, Sir Arnold Hall, 70, is to retire in May and that Sir Peter Baxendale, former chairman of Shell Transport & Trading Co., has been appointed deputy chairman.

Henry Corp., the New York-based computer, aerospace and farm equipment company, has opened a business-management systems office in Frankfurt to consolidate its marketing support activities for its customers in Europe. Jerome Robin heads the center.

Royal Steel of Scotland Group PLC said Sidney Procter, who retired as group chief executive in September, has been re-appointed to the board as a non-executive director and vice chairman with effect from Feb. 1. He also has been appointed a non-executive director and vice chairman of the group's principal subsidiary, Royal Steel of Scotland PLC, from the same date.

Flosdorff Named to Replace Schaffler as No. 2 at Airbus

By Axel Krause

International Herald Tribune

PARIS — Herbert Flosdorff was named executive vice president and general manager of Airbus Industrie in one of several management changes approved Monday by the Airbus supervisory board in Munich.

Mr. Flosdorff, 53, currently is vice president of the transport aircraft division of Messerschmitt-Bölkow-Blohm GmbH, West Germany's largest aerospace company, which controls 37.9 percent of the four-nation consortium.

He replaces Johann Schaffler, who has held the No. 2 job since last March and last month was appointed chairman of Dornier GmbH, West Germany's second-largest aircraft company.

Stuart Middle, 41, executive director of sales for British Aerospace PLC, which holds a 20-percent stake in Airbus, will succeed Pierre Paillet as vice president for marketing. Mr. Paillet has resigned to "pursue other interests," an Airbus executive said. All four moves are effective Feb. 1.

In other changes, Angel Harizado, 40, director for contracts at Spain's Construcciones Aeronauticas SA, which controls 4.2 percent of Airbus, will succeed Georges Ville as senior vice president for purchasing. Mr. Ville will return to Aerospaciale of France, which has a 37.9-percent stake in Airbus. He will become corporate controller.

Finally, Henri Marthe, chairman of Aerospaciale, was named deputy chairman of the supervisory board. He replaces Bernard Labadie, whose term as Airbus chairman expired last February and was not renewed.

Wall Street Firms Go Public

(Continued from Page 9)

March 1982 and is the third largest securities firm, with capital of \$1.6 billion.

"For Morgan Stanley, this was a logical expansion step," said a Morgan Stanley analyst with Piper Analytical Securities, said.

The demand for capital will increase as time goes on. A firm needs to commit capital in Europe to trade Eurobonds, and it takes capital to support a seat on the Tokyo exchange.

The number of major private

houses remaining is small. They include such financial giants as Goldman, Sachs and Drexel Burnham Lambert Inc., which have managed to remain private and yet attract a large amount of capital that only public ownership can provide.

On the other hand, they number such boutique firms as Lazard Freres, which has carved a lucrative niche in such specialized banking areas as mergers and acquisitions.

The industry is consolidating into a business of giants on one hand and boutiques on the other," said Stephen A. Schwarzman, president of Blackstone Group, a small private investment house, and a former Lehman Brothers partner.

Those that are private say they have no intention of switching. "We have no plans to go public," said John L. Weinberg, chairman of Goldman, Sachs.

Drexel's chairman, Robert L. Litton, said, "We intend to remain private for the foreseeable future."

Prejudices Affect Top Job Choices

(Continued from Page 9)

top level. Only 2 percent of executive positions in France where the salary is more than 400,000 francs are held by women.

"It's a self-fulfilling prophecy," said Mr. Hakell. "It is hard to find women who have had the opportunity to get to that top executive level in industry."

Other headhunters find that clients often agree that hiring a woman is a good idea but when it gets down to it, give all kinds of excuses not to hire her.

"I have found that self-avowed misogynists will hire women, whereas I am always suspicious of a man who is overly pro-woman," said Joelle Freyre, managing director of a French executive-search firm, Lassane Joelle Freyre Associates.

She says she has hired seven women in top executive positions in France.

Fred Waterscheid, managing director of Korn Ferry in Frankfurt, said, "Some clients say 'no problem.' Then when I present a woman candidate, they find all kinds of things wrong with her when the only real problem was that she was a woman."

Addressing the problem head on, Marylene Quen, managing director of Generalized F.C. Consultants SA, started an executive-search firm a year ago for women only. Her clients are the banks in Paris.

So far she has only done searches for assistant portfolio managers and assistant vice presidents.

Why would Geneva-based banks look specifically for women? "I am not going to impose women on the banks and at the same time ask them to pay as much money as my competitors," Mrs. Quen said.

She charges banks much less than her male competitors. Her fees are a percent of an annual salary of 50,000 Swiss francs (\$24,630), 12.5 percent of 50,000 to 70,000 francs and 15 percent of 70,000 francs and over. According to F.B.F., other Geneva-based headhunters charge the company or average 30 percent.

CURRENCY MARKETS

Dollar Weakens on Rate Prospects

Compiled by Our Staff From Dispatches

NEW YORK — The dollar ended slightly lower in Europe and the United States Tuesday in thin, nervous trading dominated by interest-rate considerations.

The British pound recovered some lost ground, closing off its day's highs but up sharply from Monday's finish.

"Dollar trading remains very nervous and cautious on rumors of interest rate cuts in Japan and Germany and possibly a reduction in the Fed's discount rate," said Daniel Holland, vice president at Discount Corp. of New York.

Mr. Holland noted, however, that the Bank of Japan has said three conditions must be present before it lowers rates: a stronger yen, a perception that a rate cut will be matched by other major currencies and overnight Japanese rates below 6 percent.

Overnight European rates currently are 6 1/2 percent to 7 percent. "Everybody is waiting to see if the Japanese cut their rates Wednesday, and some think that would be followed by Fed action," said Earl Johnson, vice president at Citicorp's Harris Bank. "But stronger U.S. rates could lead to a softening of the dollar against any Fed action."

The Federal Reserve has repeatedly said it wants to avoid a precipitous drop in the dollar's value for fear that it would rekindle inflationary growth.

In New York, the dollar eased to 2.3935 Deutsche marks from 2.3980 on Monday to 195.95 francs from 195.60 to 2.0260 Swiss francs from 2.0330 and to 7.3500 French francs from 7.3700.

In earlier trading in Europe, the U.S. currency ended in London at 2.3970 DM and 195.55 yen, down from 2.3985 and 195.82 there on Monday. It also ended at 2.0555 Swiss francs, up fractionally from 2.0530, and at 7.3625 French francs, down from 7.3650 at the close on Monday.

In other markets Tuesday, the dollar was fixed at mid-term in Frankfurt at 2.4025 DM, up from 2.3985 as the Monday fixing, and at 7.3850 French francs, up from 7.3695. In Zurich, the dollar closed at 2.0528 Swiss francs, virtually unchanged from 2.0533 on Monday.

In Toronto, the Canadian dollar was being quoted in the first section at \$1.4205, a record low and down nearly 1 cent from \$1.4121 on Monday.

The British pound, meanwhile, which has been under heavy pressure over the past week as oil prices plummeted, climbed steadily to a day's high of \$1.4155 in line with a strengthening in the price of North Sea Brent crude.

There were a lot of short stories for far that the dollar and one dealer said, "Sterling had been long due for a technical correction."

But after Prime Minister Margaret Thatcher told Parliament that her government had not changed its policy of nonintervention in U.K. oil production, oil and sterling slid from their highs.

The British currency closed in London at \$1.4065 and 3.9760 DM, up from \$1.3923 and 3.9395 there on Monday. In later trading in New York, sterling closed at \$1.4073, up from \$1.3930 there on Monday.

Dealers said that markets are speculating that the Organization of Petroleum Exporting Countries will come to some sort of production and price accord to stabilize oil prices. But in the meantime, they said, sterling will remain highly vulnerable.

They said the government appears to have won relief from pressure to defend sterling by increasing interest rates, a move that had been expected for the past week.

The three-month sterling interbank rate, a guide to commercial banks' base rates, ended 3/8 point lower Tuesday, at 13.15/16 percent.

(Reuters, UPI, IHT)

U.S. Steel Profit Rose 97% in Quarter

The Associated Press

PITTSBURGH — United States Steel Corp. said Tuesday that its fourth quarter net income in 1985 rose 97 percent to \$57 million from \$29 million in the like period a year earlier.

The largest steel producer in the United States said per share earnings rose to 26 cents in the fourth quarter, compared with a loss of one cent per share last year after preferred stock dividends.

Sales for the quarter remained unchanged at about \$4.7 billion. For all of 1985, U.S. Steel reported a profit of \$409 million, or \$2.56 per share, a 17-percent drop from \$495 million, or \$3.52 per share, for 1984.

Chairman David M. Roderick

said that U.S. prices in major markets served by U.S. Steel helped to depress earnings.

"Worldwide overcapacity and the high level of foreign steel imports," Mr. Roderick said in a news release, "have radically affected domestic markets."

U.S. Steel's oil and gas business, led by Marathon Oil Co., reported fourth quarter operating income before foreign taxes of \$515 million, compared with \$249 million a year earlier, largely because of improved profit margins and a savings stemming from a voluntary retirement program.

For the year, operating income for the oil and gas segment was nearly \$1.5 billion on sales of \$10.5 billion, equaling the figures of 1984.

The company in October said it had agreed to merge Texas Oil & Gas with a subsidiary. The merger is subject to stockholder approval at a meeting scheduled for Feb. 11.

The steel, mining and related-resources division suffered an \$88 million operating loss in the fourth quarter, largely because of a \$43 million nonrecurring charge in shipping operations, compared with a \$27 million loss a year earlier.

For all of 1985, operating income in the division plunged to \$27 million in 1985, from \$142 million in 1984. Sales rose slightly to \$6.6 billion from \$6.5 billion in 1984, the company said.

Tuesday's OTC Prices

NASDAQ prices as of 3 p.m. New York time. Via The Associated Press.

12 Month High Low 2 P.A.M. CTR

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## OBSERVER

## On-the-Jog Training

By Russell Baker

NEW YORK — I feel good

about me.

Running 5, 10, 20 miles every

day makes me feel good.

Learning Serbo-Croatian while

I'm running makes me feel good.

You can do that now — learn

Serbo-Croatian while you run, I

mean — if you play a portable

cassette player with earplugs.

You can learn Urdu or French if

you prefer. Or listen to everything

Beethoven ever wrote.

I feel good about living at a point

in time when a person can learn

Serbo-Croatian or Urdu or listen to

everything Beethoven ever wrote at

the same point in time he is build-

ing his body.

It makes you sorry for people

born before this point in time. They

couldn't build their bodies or lan-

guage skills or their musical cul-

ture.

□

I feel good about my personal,

my trips, my abdomen. Since

working out on my new weight ma-

chine, my body has become a body

I'm proud to be seen in.

When sharing with my designer

shaving cream imported from Sweden

I love to see the healthy glow

in my skin. I feel good about my

skin glow.

□

It means my inner organs look

just as good as my personal, trips

and abdomen.

I feel good about my liver and

lungs. Some of my favorite reading

is liver-and-lung literature, espe-

cially up-to-the-minute advice on

how to make liver and lungs happy.

A girl once phoned me. "Come to

my place and we will read about

some antique, Frenchman's erotic

tales," she said. I told her I was

having too good a time reading

"How to Develop Liver and Lungs

You Can Be Proud Of."

□

She never phoned again. She was

probably ashamed of her liver and

lungs. She was probably a smoker.

And a girl addict, too.

□

I feel good about myself when I

think of smokers and girl drinkers

abusing their lungs and livers.

I feel good thinking about me, not

just because of my great health

and my efficient program of self-

improvement, with the running and

the Serbo-Croatian lessons going

simultaneously.

Of course, my leisure hours spent

reading up on internal organs have

brought me inner peace.

What makes me feel especially

good about me, though, is the im-

punity with which I jog loneliness

out of my life. The solution was on

a jog.

"I feel wonderful about me," I

told the car salesman.

"With those fantastic abdominal

and that incredible skin glow

bespeaking liver and lungs never

abused by weight or booze, you are

every right to," said the salesman.

"I'll be glad to speak a little

Urdu, too."

"Serbo-Croatian," I said.

"But despite all, you are lovely."

"Well, a girl did phone me once,

but —"

but the would have inter-

fered with your self-satisfaction.

Say no more, friend, but merely

gaze at this."

It was a car.

"Not just a car," he said. "Li-

ten."

It was a car that talked.

□

Now I am never lonely. If I want

conversation I start the engine and

without fastening the seat belt,

I just say, "Please fasten your

seat belt," says the car.

If I do so, the car says "Thank

you."

I feel good about having a car

that is courteous.

If I want to stretch the seat belt,

it does not fuss. It holds its

tongue. Perhaps it is talking, but at

least it is silent.

If I stop the engine and step out

of the car it says, "Don't forget

your keys," and after I take the

keys it says, "Thank you."

"Not at all," I reply. "I am the

one who should say 'thank you.'"

I get into the car, start the engine and

drive away without quite closing

the door. At this the car can be

relied upon to say, "A door is

ajar."

"Don't talk stupidly," I snarl. "A

car is a car. It's usually cylindri-

cal and made of glass."

After lecturing the car, I close its

door lightly and say, "Thank

you for the car, start the engine and

respond to my scolding. A car that

feels good about itself would be a

very good car. I wonder if its liver

is in tip-top shape.

New York Times Service

## The First 100 Years of the 'Motorwagen'

By Marshall Schuen

New York Times Service

THE argument has been going

on for a long time. Who in-

vented the automobile? And

when? If you believe the French, a

very peculiar contraption called the

Delamare-Debouteville

started in 1814. If you be-

lieve the Germans, it was a fellow

named Karl Benz, tinkering away

in his shop two years later.

Both the original "cars" were

less than practical forms of transpor-

tation. Edouard Delamare-

Debouteville's crude carriage

broke in two on its first run. The

Benz vehicle, a three-wheeler with

the engine behind the seat, ran so

poorly in its first public appear-

ance that further testing was done

at night.

Nonetheless, much of the world

today gives credit to Karl Benz

and the patent for his "Motorwa-

gen," issued in Mannheim, Ger-

many, on Jan. 28, 1886, is the

occasion for this year's centennial

celebration of the car.

In the 1880s, inventors were

were scrambling to build

motorized vehicles from Gottlieb

Daimler to Rudolph Diesel,

Charles and Frank Dyer, Ben-

jamin Franklin and Ransom

B. Olds. The car, a long-winded af-

fair, was born in 1800, and

internal-combustion engines were

being developed in the early part

of that century.

Charles Goodyear patented the

rubber vulcanization process in

1844, because of its desirability

and safety, then steam became an

old friend, and explosive — it

was gasoline — first, because it

was plentiful, easy and not always

sweet-smelling, nor yet simple ap-

pearing, and ignominiously prop-

osed to be a dangerous affair."

A two-cycle stationary engine

that used fuel oil under compression

was exhibited at the Philadel-

phia Centennial Exposition in

1876, and it attracted the atten-

tion of a patent attorney, George

B. Selden of Clarkson, New York.

His application for a patent on

the basic American car was grant-

ed in 1895, and he sold the name-

facturing rights to a financial sym-

posium in 1899.

For the next 12 years, other

American car makers operated

under a cloud, often having to

pay royalties on the patent. Henry

Ford led the fight against the Sel-

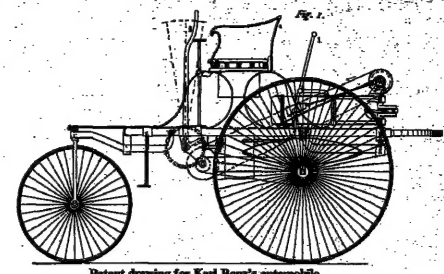
den patent and won the case in

1911, when a car built to the pa-

tent crossed the finish line in July.

The first U.S. national auto

show, held in New York's Mad-



Patent drawing for Karl Benz's automobile.

son Square Garden in 1900, was a

society event sponsored. The

car ranged from \$2,000 to

\$4,000. The public seemed to prefer

electric power, Motor World

said, because of its cleanliness

and safety, then steam became an

old friend, and explosive — it

was gasoline — first, because it

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## The Birth of the Mercedes

New York Times Service

SHE was 12 years old, and her name was Mercedes Jellinek.

She was born in 1876, and her father was Emil Jellinek, a businessman

and horsemaster who happened to be the Austro-Hungarian

consul general in the French Riviera.

Karl Benz patented the first practical car months before another

German engineer, Gottlieb Daimler, brought out his five-wheeled

four-wheeler. The two men never met, but their companies were

fierce rivals, especially on the motorcar.

Jellinek, who had been selling Daimlers in Nice, entered a 23-

horsepower car in competition on the Riviera in 1899. Racing was

considered less than genteel, and Jellinek drove under a pseudonym,

"Mercedes."

He didn't win, and he sent a plan to the Daimler factory, asking for

a new car that would be light, more powerful and more stable. To

spur its development, Jellinek agreed to buy a quarter of the

production and to sell the car in France — with one stipulation. The

car dominated competition in the 1901 "Nice Week," and a

press report concluded that "the Mercedes" had arrived. By

1902 all Daimler Daimlers, whose engines had

been used not only in automobiles but in boats and dirigibles, and

a three-wheeled car to symbolize the applications on land, sea and in

the air. When the company merged with Benz in 1926, a new

trademark combined the Benz legend with the Daimler star.

## MOVING

## ANNOUNCEMENTS

## FOUR WINDS INTERNATIONAL

## WHY USE AGENTS?

## REAL ESTATE FOR SALE

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